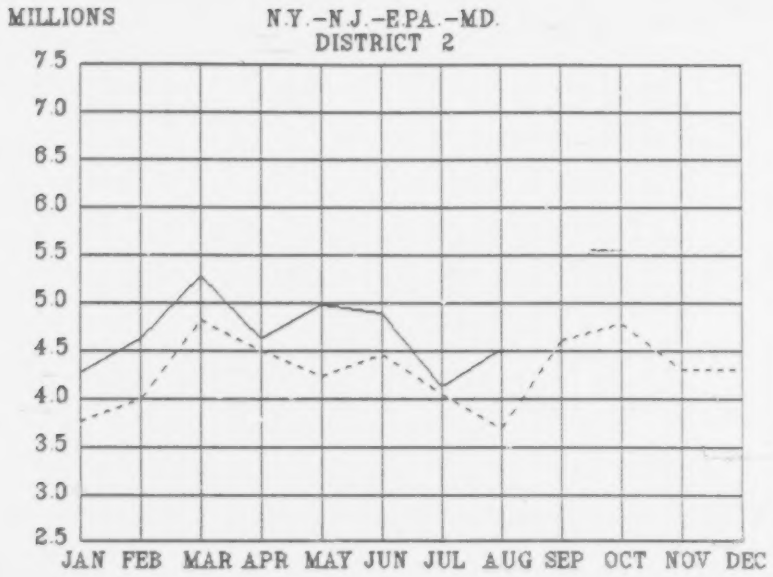
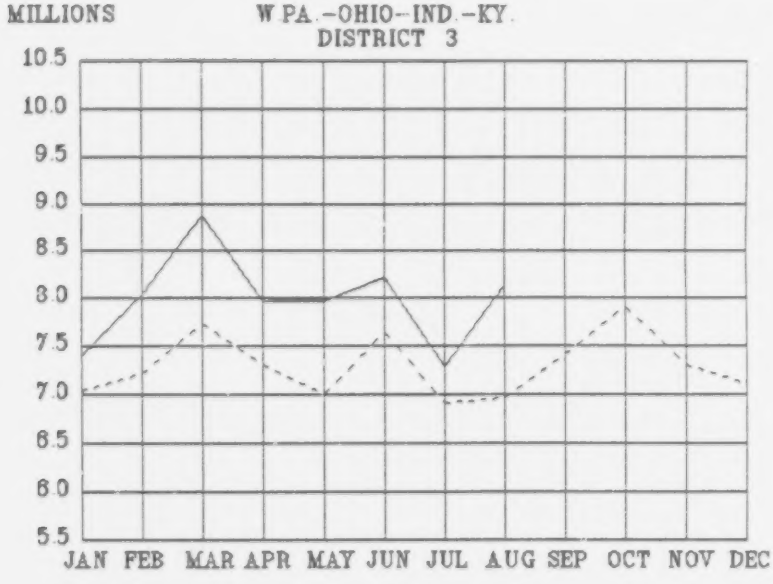
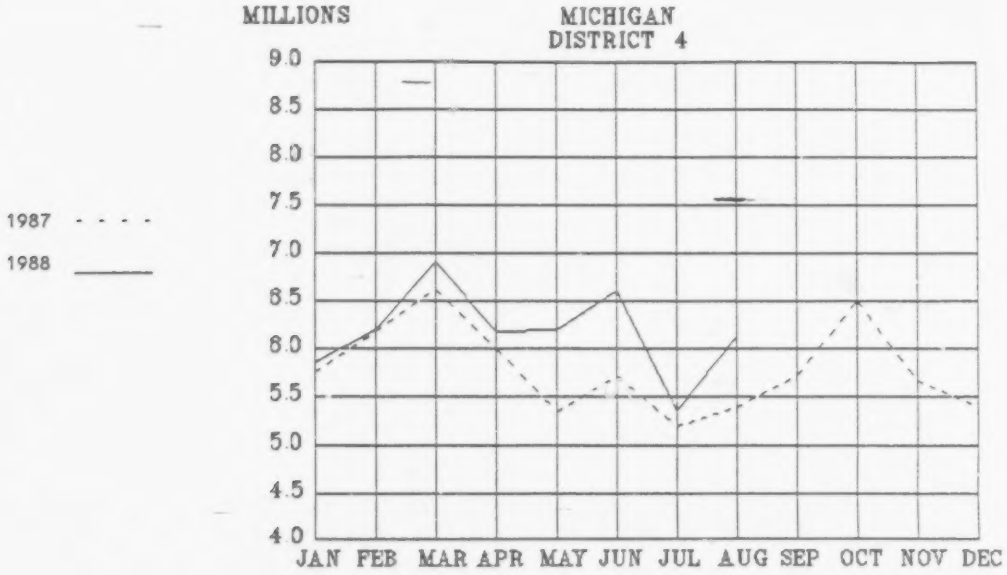


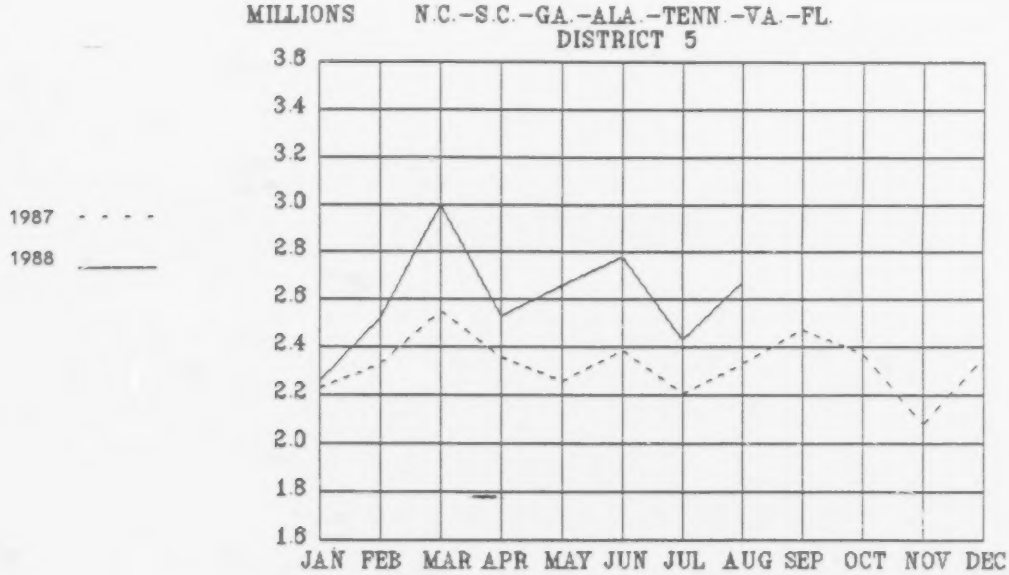

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 13.5 | 15.6 | 9.5 | 2.5 | 17.9 | 9.9 | 1.7 | 22.2 | | | | |
| % Change | Cumulative | 13.5 | 14.6 | 12.6 | 10.0 | 11.5 | 11.2 | 9.9 | 11.3 | | | | |



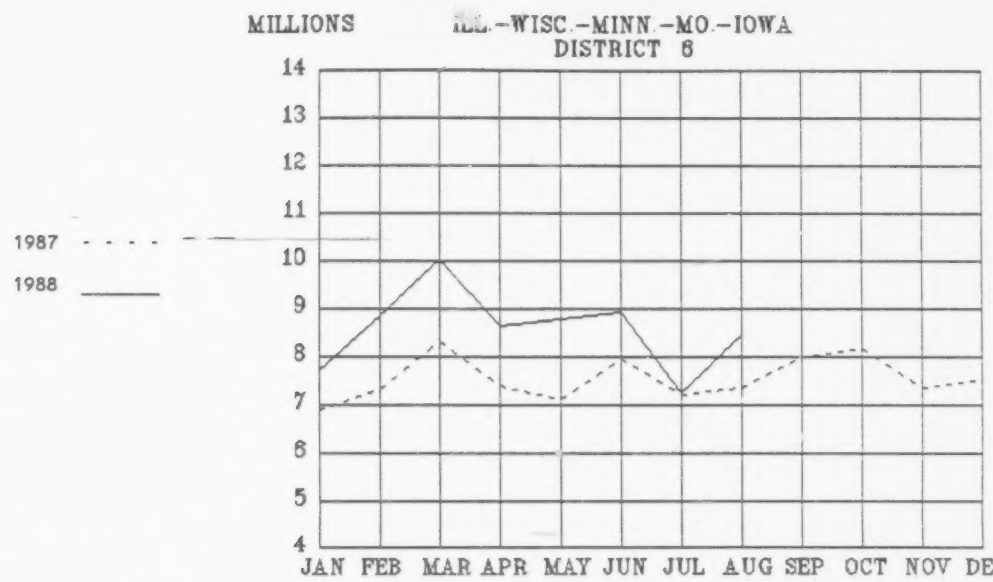

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 5.2 | 11.4 | 14.7 | 8.9 | 13.7 | 7.5 | 5.5 | 16.6 | | | | |
| % Change | Cumulative | 5.2 | 8.4 | 10.6 | 10.2 | 10.9 | 10.3 | 9.6 | 10.5 | | | | |



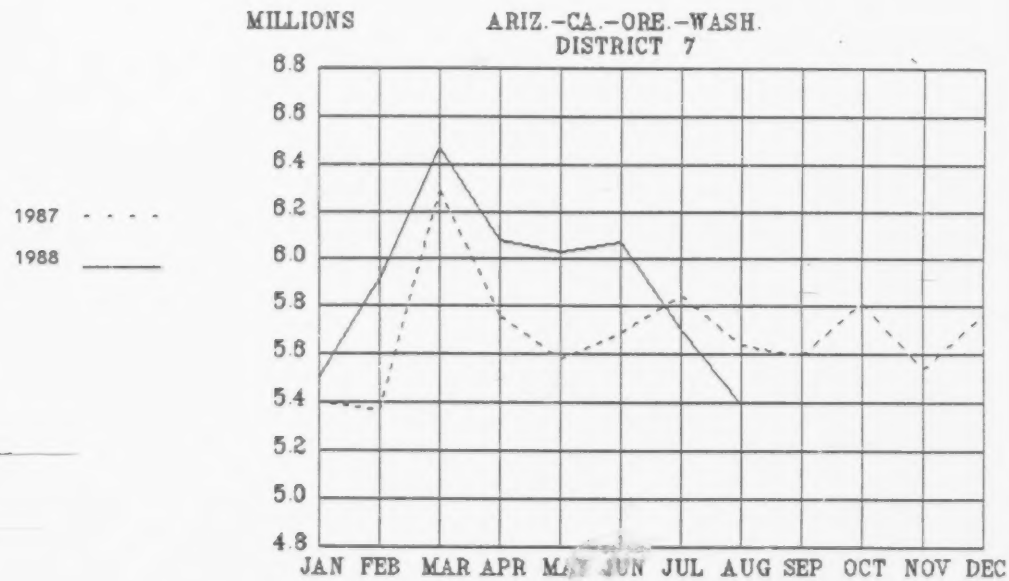

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.6 | 0.4 | 4.4 | 3.0 | 16.2 | 15.7 | 3.1 | 13.6 | | | | |
| % Change | Cumulative | 1.6 | 1.0 | 2.2 | 2.4 | 4.9 | 6.6 | 6.2 | 7.0 | | | | |



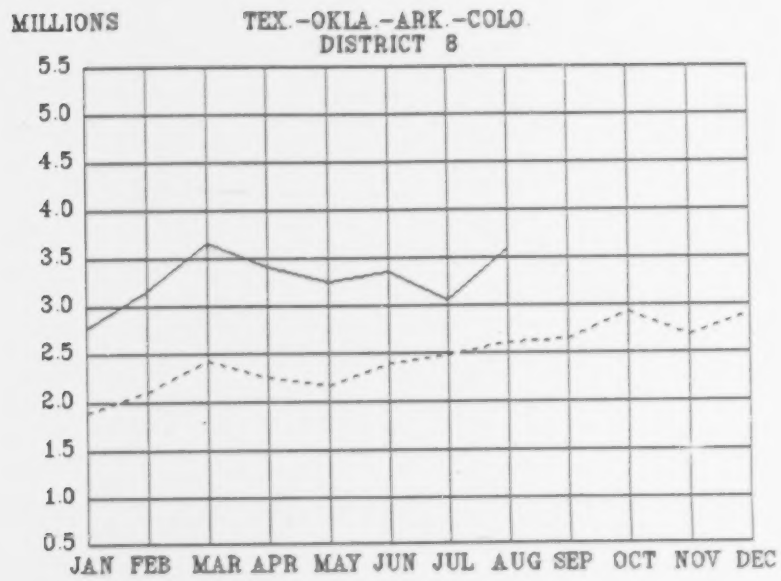

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.5 | 8.3 | 17.5 | 7.3 | 17.9 | 16.5 | 10.3 | 14.7 | | | | |
| % Change | Cumulative | 1.5 | 5.0 | 9.5 | 8.9 | 10.6 | 11.6 | 11.4 | 11.9 | | | | |



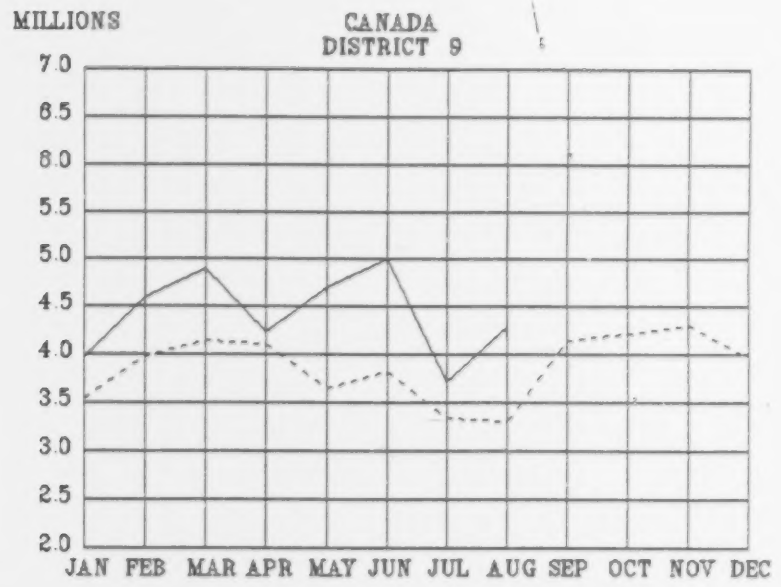

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.3 | 21.2 | 20.6 | 16.7 | 23.4 | 12.1 | 0.5 | 15.4 | | | | |
| % Change | Cumulative | 12.3 | 16.9 | 18.3 | 17.9 | 18.9 | 17.7 | 15.3 | 15.3 | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.8 | 10.3 | 2.9 | 5.7 | 8.1 | 6.8 | -2.5 | -4.3 | | | | |
| % Change | Cumulative | 1.8 | 6.0 | 4.9 | 5.1 | 5.7 | 5.9 | 4.6 | 3.5 | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 46.3 | 50.1 | 51.2 | 51.5 | 50.7 | 40.0 | 22.6 | 37.3 | | | | |
| % Change | Cumulative | 46.3 | 48.3 | 49.4 | 49.9 | 50.1 | 48.3 | 44.2 | 43.2 | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.2 | 15.1 | 18.1 | 2.9 | 29.0 | 31.2 | 10.8 | 29.9 | | | | |
| % Change | Cumulative | 12.2 | 13.8 | 15.3 | 12.1 | 15.3 | 17.9 | 17.0 | 18.4 | | | | |

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11/1/88

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

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M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448

**FOR RELEASE:** IMMEDIATELY

## COMMERCIAL HEAT TREATERS IMPROVE SALES 9.2% OVER SEPTEMBER 1987

September 1988 billings reached $48.0 million, topping the September 1987 total of $44.0 million.

At the three-quarter point, 1988 has outpaced 1987 by 11.6%. The Metal Treating Institute sales for January-September 1988 are $422.6 million, compared to $378.8 million for the same period in 1987.

Eight MTI districts exceeded their billings total for September 1987 and for 1987 taken as a whole.

A summary of percentage change by geographic regions follows:

| | District | Sep 88 vs. Sep 87 | Total 1988 vs. 1987 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 8.7 | - 0.5 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | 8.2 | 10.9 |
| 3 | South Central (W.PA-OH-IN-KY) | 10.3 | 10.5 |
| 4 | Michigan | 8.1 | 7.1 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 15.3 | 12.3 |
| 6 | North Central (IL-WI-MN-MO-IA) | 7.7 | 14.4 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 5.3 | 3.9 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 25.6 | 41.0 |
| 9 | Canada | 18.9 | 18.5 |

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1988

BILLINGS FOR MONTH

| | Total Members1 | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1987 | 1988 | % | 1987 | 1988 |
| Total | 343 | 43995.2 | 48043.1 | 9.2 | 100.0 | 100.0 |
| Dist. 1 | 21 | 3423.0 | 3125.4 | - 8.7 | 7.8 | 6.5 |
| Dist. 2 | 42 | 4601.4 | 4977.9 | 8.2 | 10.5 | 10.4 |
| Dist. 3 | 67 | 7419.1 | 8182.1 | 10.3 | 16.9 | 17.0 |
| Dist. 4 | 34 | 5707.7 | 6168.6 | 8.1 | 13.0 | 12.8 |
| Dist. 5 | 29 | 2471.0 | 2850.1 | 15.3 | 5.6 | 5.9 |
| Dist. 6 | 52 | 8000.8 | 8613.9 | 7.7 | 18.2 | 17.9 |
| Dist. 7 | 39 | 5595.2 | 5890.7 | 5.3 | 12.7 | 12.3 |
| Dist. 8 | 27 | 2637.0 | 3311.3 | 25.6 | 6.0 | 6.9 |
| Dist. 9 | 22 | 4140.0 | 4923.1 | 18.9 | 9.4 | 10.2 |
| Foreign | 10 | | | | | |

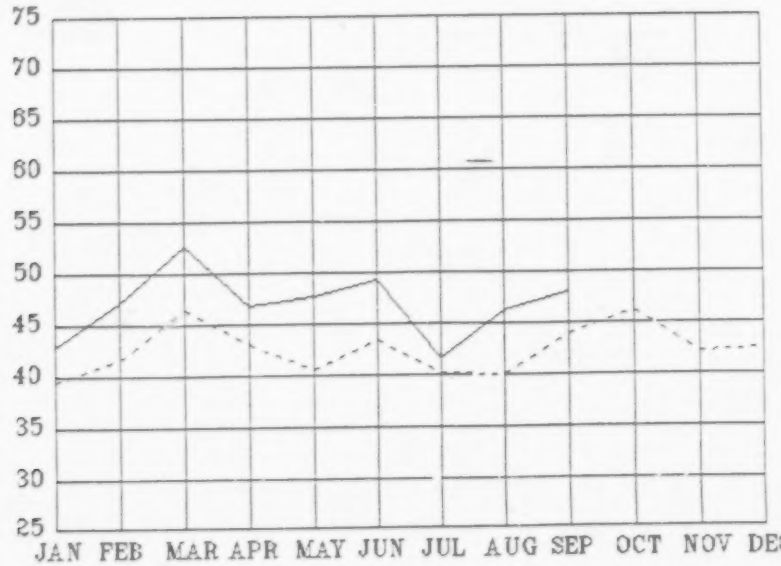
BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1987 | 1988 | % | 1987 | 1988 |
| Total | 378761.9 | 422556.8 | 11.6 | 100.0 | 100.0 |
| Dist. 1 | 28676.9 | 28527.7 | - 0.5 | 7.6 | 6.8 |
| Dist. 2 | 38159.4 | 42329.1 | 10.9 | 10.1 | 10.0 |
| Dist. 3 | 65250.2 | 72108.3 | 10.5 | 17.2 | 17.1 |
| Dist. 4 | 51907.8 | 55617.5 | 7.1 | 13.7 | 13.2 |
| Dist. 5 | 21104.4 | 23691.7 | 12.3 | 5.6 | 5.6 |
| Dist. 6 | 67523.1 | 77272.7 | 14.4 | 17.8 | 18.3 |
| Dist. 7 | 51147.5 | 53136.1 | 3.9 | 13.5 | 12.6 |
| Dist. 8 | 20976.3 | 29575.4 | 41.0 | 5.5 | 7.0 |
| Dist. 9 | 34016.3 | 40298.2 | 18.5 | 9.0 | 9.5 |

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88

MILLIONS

## NATIONAL BILLINGS



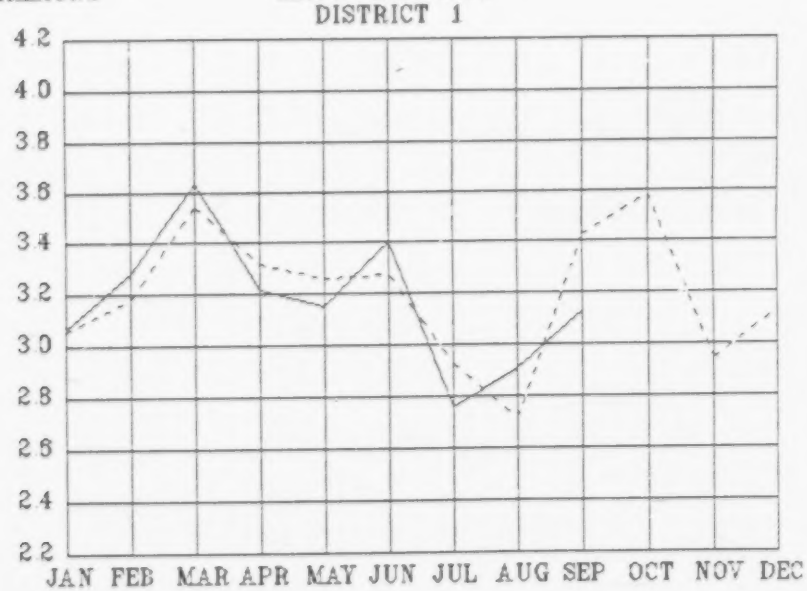

1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 8.3 | 13.3 | 13.6 | 9.0 | 17.6 | 13.7 | 3.7 | 15.5 | 9.2 | | | |
| % Change | Cumulative | 8.3 | 10.8 | 11.8 | 11.1 | 12.4 | 12.6 | 11.4 | 11.9 | 11.6 | | | |

MILLIONS

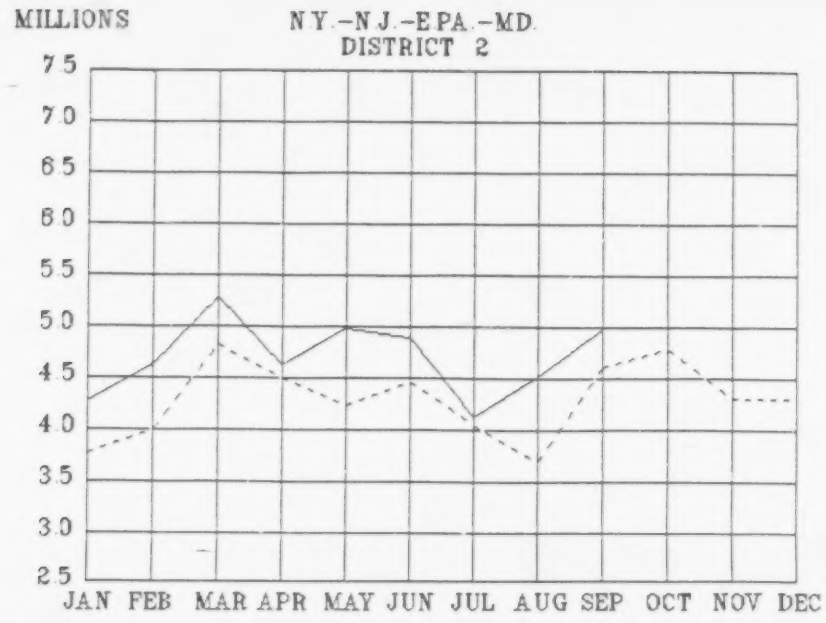
## MASS.-R.I.-CONN. DISTRICT 1



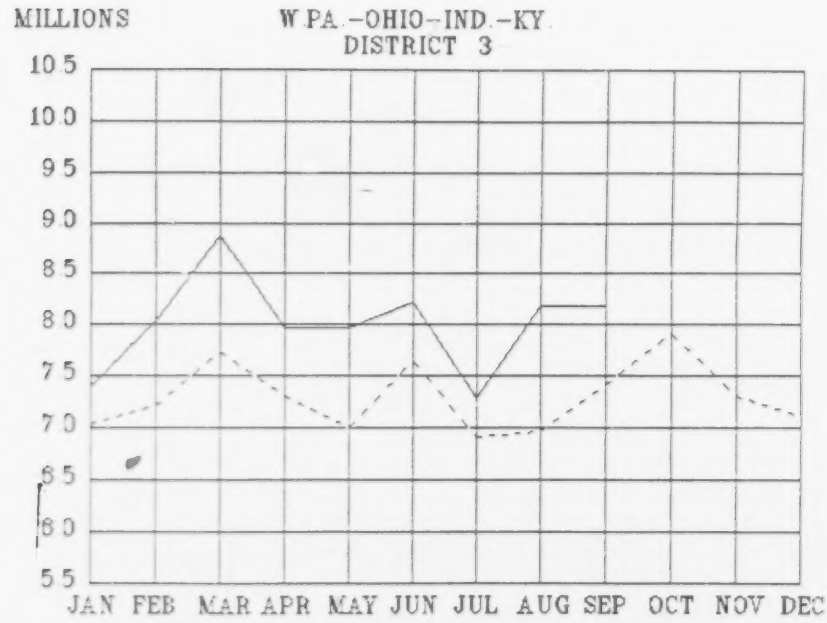

1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 0.4 | 3.2 | 2.6 | -2.9 | -3.3 | 3.9 | -5.8 | 6.9 | -8.7 | | | |
| % Change | Cumulative | 0.4 | 1.8 | 2.1 | 0.8 | 0.0 | 0.7 | -0.2 | 0.6 | -0.5 | | | |



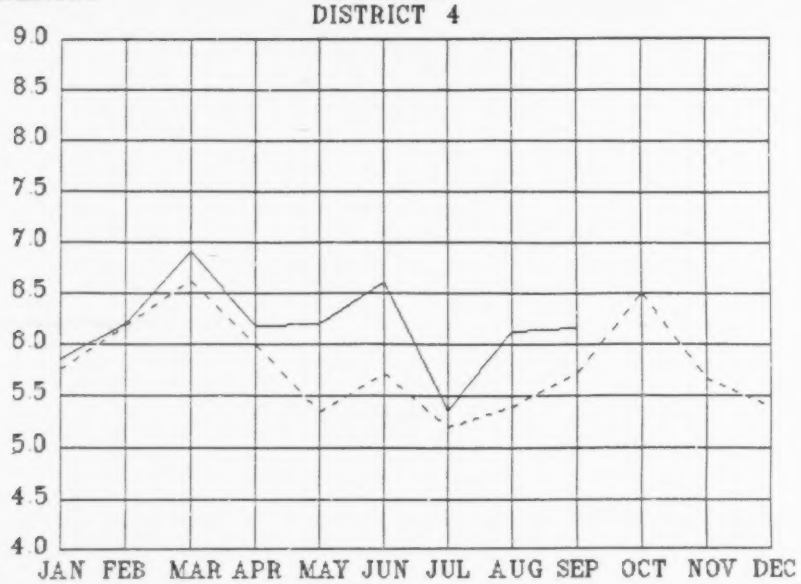

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 13.5 | 15.6 | 9.5 | 2.5 | 17.9 | 9.9 | 1.7 | 22.2 | 8.2 | | | |
| % Change | Cumulative | 13.5 | 14.6 | 12.6 | 10.0 | 11.5 | 11.2 | 9.9 | 11.3 | 10.9 | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 5.2 | 11.4 | 14.7 | 8.9 | 13.7 | 7.5 | 5.5 | 17.2 | 10.3 | | | |
| % Change | Cumulative | 5.2 | 8.4 | 10.6 | 10.2 | 10.9 | 10.3 | 9.6 | 10.5 | 10.5 | | | |

MILLIONS

MICHIGAN
DISTRICT 4



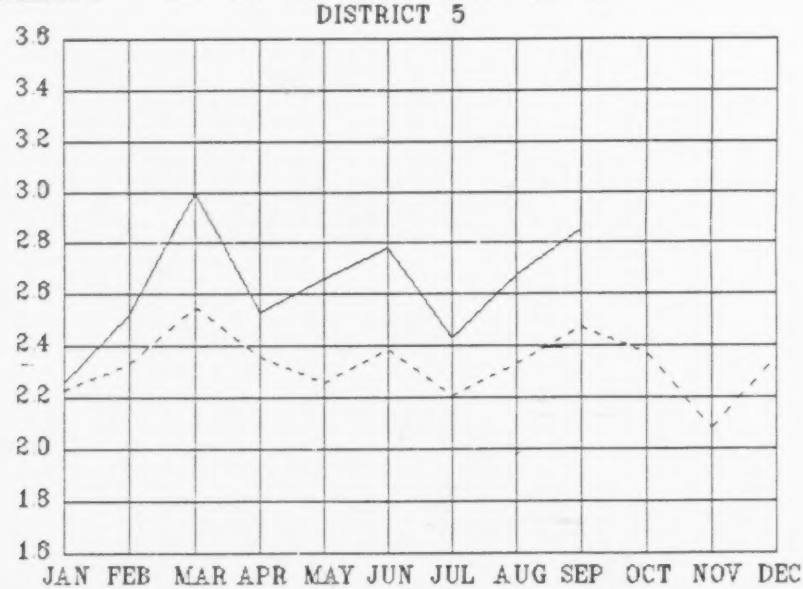

1987 - - - -

1988 _____

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.6 | 0.4 | 4.4 | 3.0 | 16.2 | 15.7 | 3.1 | 13.6 | 8.1 | | | |
| % Change | Cumulative | 1.6 | 1.0 | 2.2 | 2.4 | 4.9 | 6.6 | 6.2 | 7.0 | 7.1 | | | |

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



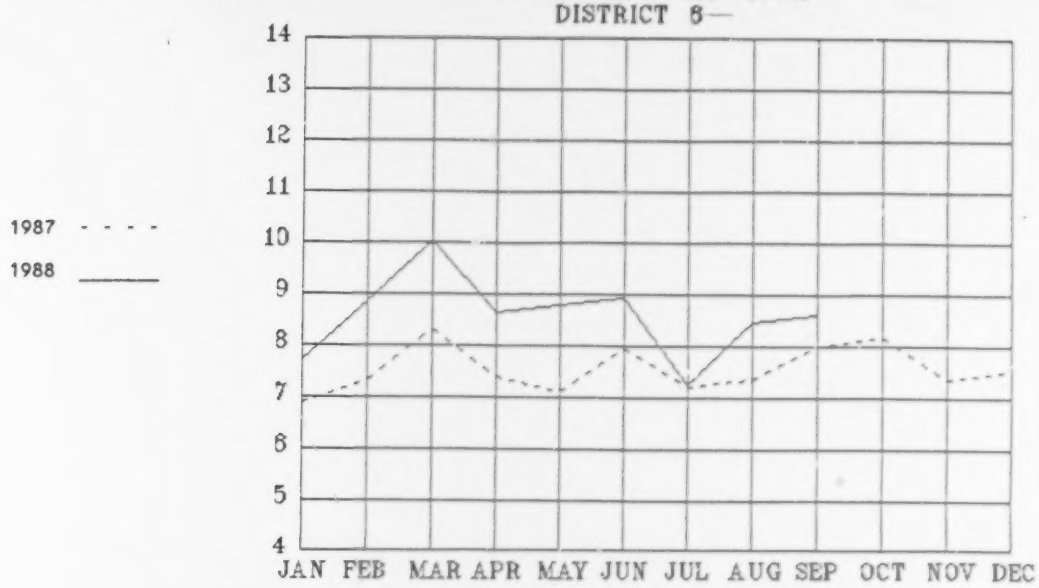

1987 - - - -

1988 _____

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.5 | 8.3 | 17.5 | 7.3 | 17.9 | 16.5 | 10.3 | 14.7 | 15.3 | | | |
| % Change | Cumulative | 1.5 | 5.0 | 9.5 | 8.9 | 10.6 | 11.6 | 11.4 | 11.9 | 12.3 | | | |

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 5



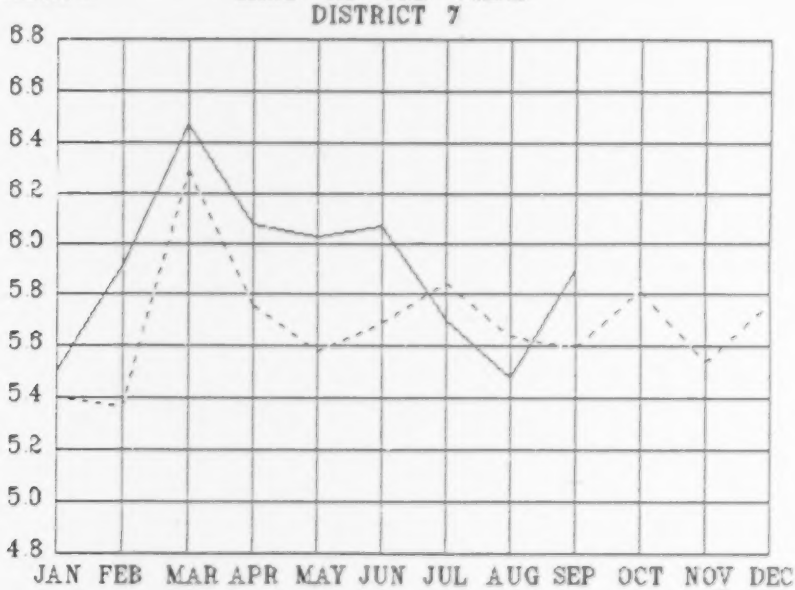

1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.3 | 21.2 | 20.6 | 16.7 | 23.4 | 12.1 | 0.5 | 15.4 | 7.7 | | | |
| % Change | Cumulative | 12.3 | 16.9 | 18.3 | 17.9 | 18.9 | 17.7 | 15.3 | 15.3 | 14.4 | | | |

MILLIONS

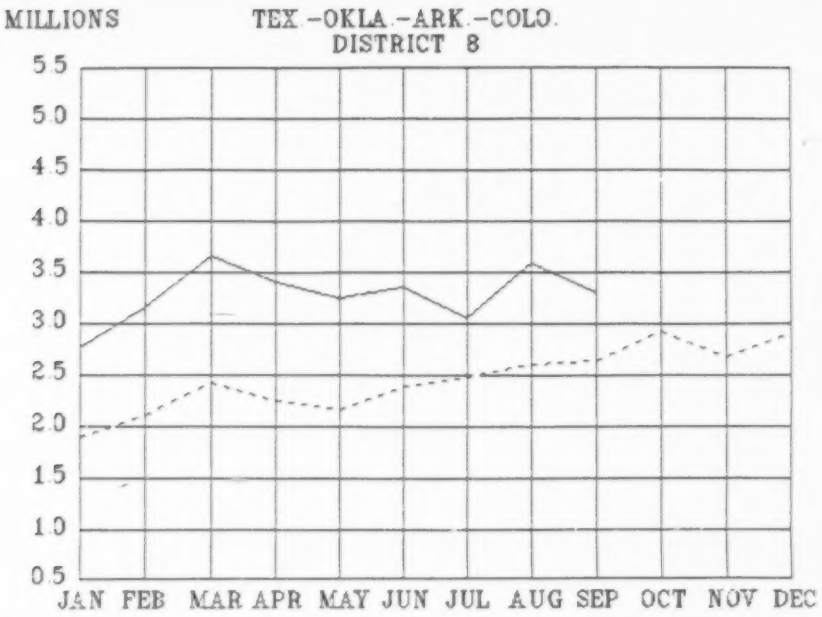
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



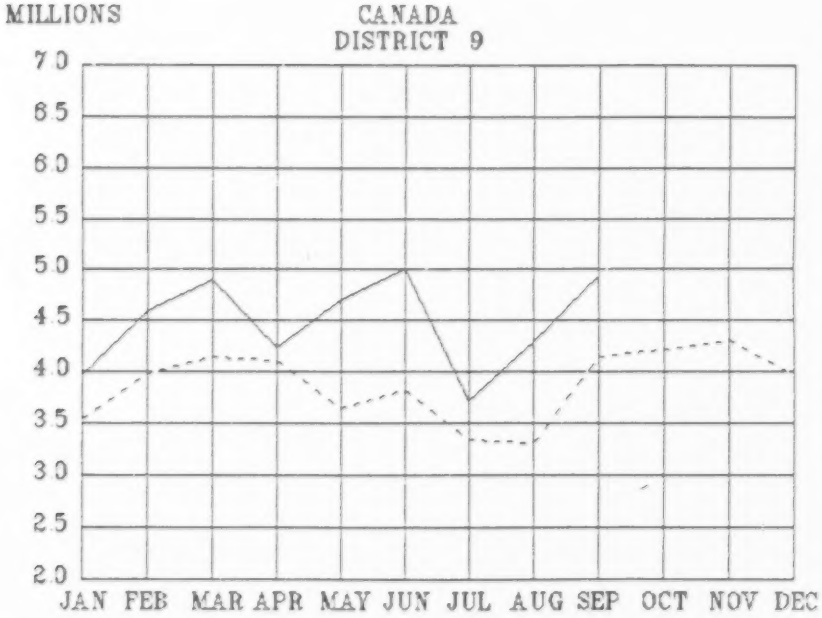

1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.8 | 10.3 | 2.9 | 5.7 | 8.1 | 6.8 | -2.5 | -2.8 | 5.3 | | | |
| % Change | Cumulative | 1.8 | 6.0 | 4.9 | 5.1 | 5.7 | 5.9 | 4.6 | 3.7 | 3.9 | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 46.3 | 50.1 | 51.2 | 51.5 | 50.7 | 40.0 | 22.6 | 37.3 | 25.6 | | | |
| % Change | Cumulative | 46.3 | 48.3 | 49.4 | 49.9 | 50.1 | 48.3 | 44.2 | 43.2 | 41.0 | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.2 | 15.1 | 18.1 | 2.9 | 29.0 | 31.2 | 10.8 | 29.9 | 18.9 | | | |
| % Change | Cumulative | 12.2 | 13.8 | 15.3 | 12.1 | 15.3 | 17.9 | 17.0 | 18.4 | 18.5 | | | |